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Development Division

Management Institutes 1976-77

ILLINOIS DOCUMENTS
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Springfield, Illinois

December 16, 1976

Robert J. Priebe
"What Makes A Good Manager?"

February 24, 1977

Kenneth M. Link
"How To Develop, Sharpen and Up-Date Your Managerial Skills"

March 10, 1977

George S. Odiorne
"Training By Objectives"

May 25, 1977

Herbert A. Cohen
"Power Negotiations for the Public Executive"

INSTITUTE INFORMATION

The Springfield Management Institutes are being conducted for the ninth season. Each Institute is a one-day conference starting at 9 a.m. and ending at 4 p.m. They are presented by top management authorities and are designed for top and middle managers in State government. However, representatives from business, industry, and from local government are cordially invited to participate.

The Institutes will be conducted at the Holiday Inn East, 3100 South Dirksen Parkway, Springfield, Illinois.

HOW TO APPLY

The use of tickets for admittance will be retained to preserve necessary control over participant populations. There will be no charge to State employees.

In order to approach an equitable distribution of tickets among state agencies, we have developed a "quota system" based on each agency's usage over the past two years. Under this system, a certain number of tickets will be set aside for each agency. The agency may draw from this allotment to satisfy the degree to which they wish to participate, up to the maximum allotted. Such requests must be received no later than two weeks prior to each Institute.

Unused tickets from each agency allotment will be offered to other agencies which may wish to participate to a greater degree than originally allotted. We ask that agencies draw from their allotment only the number of tickets they intend to use. We must caution that "NO SHOWS" will be deducted from future agency allotments. Therefore, we urge that you make appropriate substitutions of personnel or inform us on a timely basis

(continued on outside of folder)

Robert J. Priebe: "What Makes a Good Manager?"; Director, Employee Relations, Borg-Warner Corp., Chicago. He received his B.S. from Northwestern and an M.S. in Psychology from St. Francis College. Mr. Priebe was previously Director of Industrial Relations for Magnavox Consumer Electronics Company and later, Manager of Organization and Manpower Development for Borg-Warner Corp.

He is on the Board of Directors of the Chicago Alliance of Businessmen Manpower Services, Indiana University's Executive Development Program and was elected President of Industrial Relations Association of Chicago in June, 1975. He also serves on the Advisory Council to Northwestern's School of Business.

Kenneth Link: "How to Develop, Sharpen and Up-date Your Managerial Skills"; associated with J. P. Cavanaugh Certified Management Consultants, Ft. Wayne, Ind. Mr. Link formerly served as Corporate Manager of Training and Development for one of the major electronics industries, Assoc. Prof. of Psychology, and Instructor of Government and Economics. He holds several U.S. patents on his inventions. Clients of Cavanaugh and Associates include Disney World, Beatrice Foods, Stratoflex Corp., Lutheran Hospital, Rea Magnet Wire Corp. and many others. Mr. Link received his undergraduate degree from St. Francis College and pursued post-graduate work at Indiana University.

Dr. George S. Odiorne: "Training by Objectives"; Dean, School of Business, University of Massachusetts and formerly Dean and Professor, University of Utah. Dr. Odiorne is internationally known as Mr. MBO.

He is the author of over 100 articles and many books, including Management by Objectives--A System of Managerial Leadership, Management Decisions by Objectives, Green Power--the Corporation and the Urban Crisis, and Training by Objectives.

Dr. Odiorne has taught at the University of Michigan, Rutgers, and New York universities. He was also on the staff of American Management Association and General Mills.

Herbert A. Cohen: "Power Negotiations for the Public Executive." Mr. Cohen is President of Performance Management, Inc. of Northbrook, Ill. and consults in the fields of employee/labor relations, management and organization development. Among his clients are IBM, Standard Oil, United Aircraft, Shell of Canada, Internal Revenue Service, Chevrolet, and Sears.

Mr. Cohen was a practicing laywer, a teacher of law, and is a member of the American Bar Association. He is author of the book, Improving Management Performance and a frequent contributor to many professional publications.

Besides managing his own firm, Mr. Cohen is on the staff of the Graduate School of Business, University of Michigan.

HOW TO APPLY (continued)

of any cancellations you have of the number requested. Unused tickets will go into an "all-agency pool" during the week immediately preceding the Institute and be made available for special requests on a first-come basis.

Participants from private industry or local (non-state) government will be charged $15 per Institute. Roughly 20% of the tickets have been set aside for private industry. The tickets for industry will be sold on a first-come basis and orders are acceptable up to the second week prior to each Institute.

Participants will pay for their own lunches. Arrangements have been made with the Holiday Inn East to have a buffet lunch on the premises. The cost of the lunch will be about $3. We urge all participants to avail themselves of this facility in the interest of time conservation and punctuality as the afternoon session convenes.

Industry and local (non-state) government should make checks payable to the State of Illinois, Department of Personnel.

Reservation deadline for each Institute is two weeks before the Institute. Reservations are accepted in order of receipt until capacity is reached. Refunds to industry cannot be made for reservations cancelled less than a week before the date of the Institute.

The Department of Personnel reserves the right, in event of a scheduled speaker's inability to keep his engagement, to make a substitution.

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